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# ECONOMIC ABSTRACTS

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FINANCE, TRADE, INDUSTRY, FOREIGN AID, MANAGEMENT,  
MARKETING, LABOUR

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## ECONOMIC ABSTRACTS

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The applied U.D.C. numbers are not always in accordance with the latest official corrections and extensions. The new numbers will be introduced when the revision of the main groups 3 and 65 will be completed.





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### 3 SOCIAL SCIENCES

- 304 SOCIAL POLICY. THE SOCIAL PROBLEM IN GENERAL  
See also: T 1849

(44) 304  
FAVERREAU, O. L'année sociale; vers le progrès social (France), 12 p. A4 (Les Cahiers français, Paris, no. 152, janvier/fevrier, 1972, pp. 10+16. Geill. Tab.).

Trois grandes réformes en cours: la participation, la mensualisation, l'allocation-logement. Principaux aspects de la politique de concertation: le rendez-vous agricole, les conventions salariales, la formation professionnelle continue. Questions en suspens: les familles, les ouvriers spécialisés, les transports parisiens. La politique de l'emploi en 1970-1971. La réforme de l'enseignement technique, L'amélioration du régime des retraites, La mise en oeuvre d'une solidarité répondant mieux aux besoins actuels de justice, au profit de ceux que l'on appelle les "oubliés" de l'expansion. T 1740

### 311 STATISTICAL SCIENCE

#### 311.17 STATISTICAL ANALYSIS

311.17 65.012.122  
FEICHTINGER, G. Zur Bayes-Analyse statistischer Entscheidungsprobleme. 22 p. A5 (Zeitschrift für Betriebswirtschaft, Wiesbaden, no. 7, Juli, 1972, p. 449. Abfn. Graf. Lit. opg. Tabn.).

Klassische und Bayes-Methoden in der schliessenden Statistik. Beschreibung einer Klasse von Entscheidungsproblemen. Ein Beispiel aus der Montanistik; Konstruktion eines Entscheidungsbäumens. Die Zuweisung von Wahrscheinlichkeiten. Die "Rückwärts"-Analyse, Endentscheidungen und Präposterior-Analyse. Der Wert vollständiger Information (expected value of perfect information). Der Wert der Stichprobeninformation (expected value of sample information). Stichprobengrösse und durchschnittlicher Nettogewinn (expected net gain of sampling). Ein Beispiel aus der Qualitätskontrolle. Zum Zwei-Aktions-Problem mit linearer Auszahlungsfunktion. T 1741

### 312 POPULATION, DEMOGRAPHY See also: T 1837

(44) 312  
VERNET, M. Le nombre et la loi (France), 17 p. A4 (Economie et statistique, Paris, no. 36, juillet/août, 1972, p. 3. Graf. Tabn.).

La population légale et ses composantes. Population de résidence, habituelle et population présente. Définitions de la population légale d'une commune de la métropole. Catégories de population agglomérée et population éparse. Détermination et révision de la population légale. Les recensements généraux de la population. Les recensements complémentaires. Répartition des communes selon le pourcentage d'augmentation de leur population. Autres révisions de la population légale. La gestion communale. Dispositions concernant les entreprises et les particuliers. T 1742

### 325 MIGRATION

(51) (73) 325 323  
CHINA in world today; by A. Feuerwerker, D.R. DeGlopper, J.F. Melby, a.o. 116 p. A5 (The Annals of the American academy of political and social science, Philadelphia, no. 402, June, 1972, p. 1. Lit. opg. Tabn.).

A. Feuerwerker. Chinese history and the foreign relations of contemporary China. D.R. DeGlopper. Recent changes in Chinese society. J.F. Melby. Maoism as a world force. W.W. Wilson. Domestic constraints on alternative Chinese military policies and strategies in the 1970's. A.S. Whiting. The use of force in foreign policy by the People's Republic of China. H. Harding. Political trends in China since the cultural revolution. J. Mirsky. China after Nixon. L.W. Pye. China and the U.S.: a new phase. A. Eckstein. Economic development and problems in China. T 1743

325.1 331.012 380.1 382  
CASAS, F.R., and G.W. Scully. Temporary labour migration and the theory of optimal intervention. 14 p. A5 (Oxford economic papers, Oxford, no. 2, July, 1972, p. 166. Lit. opg.).

The main concern of this study is with labour movements of a non-permanent variety, that is, the movement of workers from



one country to another in response to differences in wage rates. Before developing a general trade model, where factor are perfectly mobile, the familiar expression for the optimal tariff within the context of a simple trade model has been derived. The basic assumptions of the general model are discussed and some useful relationships derived. Finally, policy implications arising from the problems of international factor mobility are discussed.

T 1744

### 330 THEORETICAL ECONOMICS

330 330,115 351,82 380,1 382  
COLLECTED scientific papers, The, of Paul A. Samuelson; ed. by J.E. Stiglitz and R.C. Merton. Cambridge (Mass.)/London, The M.I.T. press, 1966/1972. 3 vols. 2743 p. A5. Bibliogr. Graf. 11/72. R.E. (6,75 pound dl. 3).

Book one. Problems in pure theory. The theory of consumer's behavior and capital theory; the theory of revealed preference and other topics in non-stochastic consumption theory; stochastic models of consumer's behavior; the pure theory of capital and growth; on Ricardo and Marx. Book two. Topics in mathematical economics: essays on linear programming and economic analysis; nonsubstitution theorems, some metaeconomic propositions - comparative statics, dynamics, and the structure of minimum equilibrium systems; mathematical investigations. Book three. Trade, welfare and fiscal policy: trade; welfare economics; dynamics and statics of income determination. Book four. Economics and public policy: pure theory of public expenditure; principles of fiscal and monetary policy; the individual and the state; comments on economic programs. Book five. Economics - past and present: essays in the history of economics; lectures and essays on modern economics; comments on methodology; portfolio selection, warrant pricing, and the theory of speculative markets.

T 1745

### 330,115 ECONOMETRICS, MODELS

See also: T 1745, T 1784

(42) (52) (73) 330,115 338,972  
WORKING of econometric models, The; by M. Morishima, Y. Murata, T. Nosse, a.o. Cambridge, University press, 1972. 339 p. A5. Bibliogr. Graf. Tabn. 11/72 R.E. (6,90 pound) I.S.B.N.-0-521-08502-0.

Four main econometric models are constructed for the U.S.A.,

the U.K., and Japan. These are used as a basis for the discussion of recent topics in economic theory, such as: the existence and stability or instability of the neoclassical path of full employment growth equilibrium and a von Neumann-type path of balanced growth at constant prices; the antinomy between price-stability and full employment; the Samuelson-Le Chatelier principle; the theory of the balanced-budget multiplier; the three Hicksian laws of the gross substitutes system; the Brown-Jones supermultipliers of international trade. A quantitative evaluation is made for the U.S. economy of monetary and fiscal policies for achieving full employment. The effectiveness of built-in-flexibility of taxes in the U.K. economy. The rapid decrease in disguised unemployment in Japan after the war. (Bibliogr. - 6 p.).

T 1746

### 330,17 FREE AND CONTROLLED ECONOMICS

(73) 330,17 338,97 : 31  
LINSTONE, H.A. Four American futures: reflections on the role of planning (U.S.). 20 p. A5 (Technological forecasting and social change, New York, no. 1, 1972, p. 41, Affn. Lit. opg.).

Long range planning is considered in its relation to four alternative futures for the United States: surprise-free, internal reconstruction or reform (maximum planning), a new society (minimum planning), and authoritarianism. American ignorance in understanding complex systems frustrates meaningful holistic planning at a critical time. This fact, combined with the uncertain future decision making environment in the U.S., suggests that highest priority now be placed on three "good risk" elements: system cognition, creation (design), and communications. Several steps in these directions are outlined. They involve basic systems research, modeling and gaming of complex systems, use of the computer as a communicator, and introduction of two new types of organization.

T 1747

### 331 LABOUR, LABOUR ECONOMICS

#### 331,1 INDUSTRIAL RELATIONS

(436) 331,1  
RAMSEY, J.A. Labor management confrontation: the Austrian answer. 9 p. A4 (Columbia journal of world business, New York, no. 4, July/August, 1972, p. 24, Lit. opg. Tabn.).

The methods that have been employed over the past quarter-

century to advance Austrian labor-management cooperation have established a useful and generally successful pattern for resolving the conflicts of a modern industrial economy. The approach has been of a strongly ad hoc nature, based in large part on the willingness of each side to enter into informal arrangements which promised long-run gains to both. While compulsive elements are present, the over-all relationship is characterized by a high degree of voluntary cooperation. In recent years, strikes have played a minor role in the total economic picture.

T 1748

### 331.6 EMPLOYMENT, LABOUR MARKET

(439) 331.6 338.98  
HAMERMESH, D.S., and R.D. Portes. The labour market under central planning: the case of Hungary. 18 p. A5 (Oxford economic papers, Oxford, no. 2, July, 1972, p. 241. Lit. opg. Tabn.).

In centrally planned economies, the structure of labour markets may differ from those in predominantly market economies, and a third class of participants, the planners, will enter into the determination of wages and employment. The authors suggest a simple structural model of the labour market in Hungary during the postwar period and fit time series data for individual industries to this model.

T 1749

### 332 BANKING, CURRENCY, FINANCE

332.1 BANKING, BANKS  
See also: T 1794

(494) 332.1 332.6 347.734  
KLE, M. Switzerland; an international banking and finance center. Stroudsburg, Pa., Dowden, Hutchinson and Ross, 1972. 156 p. A5. Grafn. Lit. opg. Tabn. 10/72. R.E. (3.-- pound). I.S.B.N.-0-87933-002-3.

The origin of the Swiss financial center; critical turning points bringing both successes and near catastrophic setbacks. Monetary, fiscal, and business cycle policies; cooperation between central banks. The structure and economic significance of the Swiss financial center: the banks; money and capital market, financial and holding companies; subjects of international business banking, exchange and currency valuation, gold standard. Banking secret is put into proper perspective. Investment trusts.

Insurance companies, Big industrial concerns.

T 1750

332.13 658.8  
KRASENSKY, H. Marketing der Banken. 14 p. A5 (Oesterreichisches Bank-Archiv, Wien, no. 9, September, 1972, p. 306. Tabn.).

Definition Bankmarketing. Produkt der Banken ist die Dienstleistung. Erforschung der Kunden. Marketing-Mix. Preis der Bankleistung. Verwirklichung des Marketing. Marketingkonzept einer englischen Bank. Kreditwürdigkeitsprüfung. Vermögensbildung. Marketing der Investmentgesellschaften. Marketingstrategie des schweizerischen Immobilienanlagefonds der Intrag A.G., Zürich, "Sima-Fonds".

T 1751

(44) 332.13 332.4.001.7 332.7  
TORREL, R. Synthèse de la réforme bancaire de 1967: quatre ans d'expérience (France). 20 p. A5 (Revue de science financière, Paris, no. 1, janvier/mars, 1972, p. 163. Grafn. Tab.).

L'auteur présente une synthèse des nouvelles mesures de crédit à court terme et à long terme en France et les incidences économiques qui en découlent. Les nouvelles techniques du crédit à court terme et à long terme. La réforme du contrôle bancaire. Avant le 9 janvier 1967: application du système du co-efficient de trésorerie. Après 1967: mise en application du système des réserves obligatoires.

T 1752

### 332.2 SAVING, SAVINGS BANKS

(436) 332.2  
KJOLBYE, B.A. Entwicklungstendenzen im Sparprozess (Österreich) 18 p. A5 (Oesterreichisches Bank-Archiv, Wien, no. 9, September, 1972, p. 319. Tabn.).

Einflussgrößen und Grundlagen. In der quantitativen Entwicklung der Realvermögensbildung zeigt sich eine deutliche Verschiebung zugunsten der privaten Ersparnisbildung. Kontensparen verbreiteste Form der Vermögensanlage. Wertpapiersparen. Versicherungssparen. Hortungen.

T 1753

(52) 332.2 338.972  
KUNIO YOSHIHARA. The growth rate as a determinant of the saving ratio (Japan). 11 p. A4 (Hitotsubashi journal of econom-

ics. Tokyo, no. 2, February, 1972, p. 60. Lit. opg. Tabn.).

An examination of the growth rate as a factor accounting for Japan's high saving ratio. A distributed lag consumption model to theoretically justify the growth rate as a determinant of the saving ratio has been postulated; the empirical results: the permanent income hypothesis is unlikely to generate the distributed lag model. Comparison of the results for Japan with those for the U.S. to illustrate the significance of the growth rate in determining the saving ratio. Although the average lag period is fairly short, Japan's rapid growth produced a few percentage points of difference in the saving ratio. Other factors in explaining Japan's relatively high personal saving ratio. The personal saving ratio for selected countries, 1958-64. T 1754

### 332.4.001.7 MONETARY POLICY

See also: T 1752, T 1780, T 1810

(42) 332.4.001.7 332.573 332.743  
MONETARY policy and the floating pound (U.K.). 7 p. A4 (The Banker, London, no. 558, August, 1972, p. 1019. Tab.).

R. Fry. The midsummer credit crisis. The possible inflationary effects of the rapid growth in Britain's money supply. The flight from sterling and the floating of the pound exerted extraordinary pressure on the money markets and on the new "market methods" of credit control introduced last autumn. B. Griffiths. Monetary policy in the float. The author discusses the role played by the money supply in inflation. He argues that without a change in monetary policy a voluntary incomes policy could be a disaster and a statutory one subject to enormous strains.

T 1755

### 332.402.2 MONEY

332.402.2  
PASCALLON, P. Le problème du dualisme et de l'intégration; réflexions pour une théorie générale de la monnaie. 63 p. A5 (Revue de science financière, Paris, no. 1, janvier/mars, 1972, p. 5. Lit. opg.).

Le problème du dualisme et de l'intégration et le choix d'une définition de la monnaie. Ce problème et la définition fonctionnelle/essentielle de la monnaie. Ce problème et la lumière de la définition essentielle de la monnaie. Le problème dans une

économie individualiste et la définition essentielle de la monnaie. Le problème dans une économie socialiste et la définition essentielle de la monnaie.

T 1756

332.402.2 338.972

PIERSON, G. The role of money in economic growth. 13 p. A5 (The Quarterly Journal of Economics, Cambridge/Mass., no. 3, August, 1972, p. 383. Lit. opg.).

The author questions the meaningfulness of recent monetary growth theory based on money as a factor of production, and restates the mechanism through which money does affect economic growth, that is by providing the basis for credit creation. The economic possibilities of a barter economy, and a closer examination of the functions of money. Financial breakthroughs in the process of economic growth: the establishment of a credit system, of intermediation, and of a medium of exchange. The new view focuses only on the latter. All 3 should be included. More over, though they contribute significantly to growth at their introduction thereafter - at the margin - they contribute little in terms of changes in efficiency and utility. Finally the neglect the greatest efficiency of all, which arises not from the freeing of resources from distribution to be used in production, but from the credit creation function. Conclusion: old-fashioned is best.

T 1757

(52) (73) 332.402.2 339.233

RYOICHI MKITANI. Income velocities of "moneys" in the Japanese economy, 1955-1970. 9 p. A5 (Kobe University economic review, Kobe, no. 17, 1971, p. 63. Tabn.).

Estimation of the income elasticity of the demand for money. (Money defined in 3 ways), using both quarterly and annual data. Comparison of the results with U.S.A. estimations show a significant difference: in the U.S.A. money seems an inferior good, in Japan a luxury good. Hypothetical reasons are sought. "Ordinary Deposits" in Japan are financial assets, and not checkable. The fitness of the equations is much better in the Japanese case. Probably because of Japan's strong growth and the exclusion of the interest rate as a variable.

T 1758

332.422.2 : 332.453.2 INTERNATIONAL LIQUIDITIES

332.422.2 332.453.2

CARREAU, D. Les aspects juridiques des négociations moné-



raires internationales actuelles, 26 p. A5 (Revue de la banque, Bruxelles, no. 6, 1972, p. 475, Tab.).

Le système de Bretton-Woods. Les crises monétaires de 1971: la fin d'un système international fondé sur l'étalon dollar. Un remède provisoire, et partiel: l'accord de Washington du 18 décembre 1971. Le réalignement général et différencié des parités des "grandes" monnaies. L'élargissement des marges de fluctuation permises des monnaies. L'accord sur quelques principes communs inhérents au bon fonctionnement de tout système monétaire international. La nécessaire réforme en profondeur du système monétaire international. T 1759

332.453.4 FOREIGN CREDITS, INVESTMENTS, LOANS  
See also: T 1787, T 1788, T 1830

(6) (73) 332.453.4  
ABIAKA, I.N. Why not invest in Africa. 7 p. A4 (Columbia journal of world business, New York, no. 5, September/October, 1972, p. 31, Tab.).

U.S. investors have not fully explored the opportunities that exist on the African continent. Factors inhibiting U.S. investment in Africa. Investment opportunities do exist. Competition from Europe and Japan. Incentives for U.S. investment. Multinational economic organizations in Africa. Investment quarantine agreements. Africanization. Opportunities for the small firm. T 1760

(52) 332.453.4 338.92  
ATSUSHI MURAKAMI, Economic policies of Japan toward developing Asian countries: the role of Japan in economic cooperation. 25 p. A5 (Kobe University economic review, Kobe, 1971, p. 29, Tabn.).

Four patterns of development. Most relevant for the seventies; not import-substituting but export-oriented industrialization. To other developing countries. Policies for developed countries: preference aid and industrial adjustment must be integrated into a single framework to create and make room for suitable international competitive export industries. The trade-diversion effect: its analysis confined to Asian developing countries and Japan. The Japanese 1971 scheme of preferential duties (too restricted). Analysis of Japan's financial aid. Discussion of financial aid in general. It should be directed at the construction of

export industries. Export ratios of developing countries to import ratios of Japan. Industrial adjustment should be towards industries in comparative advantage. Those in disadvantage should not be supported in cost-reduction schemes which would neutralize preferential treatment. T 1761

(73) 332.453.4 338.92  
HARBERGER, A.C. Issues concerning capital assistance to less-developed countries (U.S.A.). 10 p. A5 (Economic development and cultural change, Chicago, no. 4, July, 1972, p. 631, Tab.).

A brief report prepared for the Presidential Task Force on International Development (U.S.A.). The success of the Marshall Plan has raised expectations too high as regards the estimated impact of aid on income per head in the aided countries. A demonstration of this in a table listing U.S. net economic aid 1946-68, and estimating the impact of it at the World Bank required minimum rate of social yield on projects it financed. The author believes that U.S. foreign aid should be concentrated on project loans. Program and sector loans should play a substantially lesser role than of recent years. They inevitably entail a significant degree of U.S. involvement with policy issues that would normally be internal. Importance of educating developing countries to evaluate their projects (role of the international agencies). Probable repercussions from the above recommended shift in emphasis of aid. T 1762

(73) 332.453.4 338.92  
IRVINE, R.J. A new approach to foreign aid (U.S.). 8 p. A4 (Columbia journal of world business, New York, no. 5, September/October, 1972, p. 23).

It takes more than inflows of foreign capital to bring economic progress to the less developed areas of the world. Foreign aid can be used effectively only in conjunction with sound economic policies in the recipient countries. But how can these countries be persuaded to adopt such policies. The author suggests one solution: the creation of a new quasi-public corporation - the Overseas investment corporation - to channel U.S. bilateral economic aid to those countries willing to meet certain conditions in their own long-run interests. T 1763

332,453,4 338,92 338:63 382,14 60

ASSISTING developing countries; problems of debts, burden-sharing, jobs, and trade; by Ch.R. Frank, J.N. Bhagwati, R. d'A. Shaw, a.o.; publ. in cooperation with the overseas development council, New York/Washington, Praeger, 1972. 482 p. A5. Grafn. Lit. opg. Tabn. (Studies, Vol. 1), 11/72, R.E. (15.-- dollar).

Ch.R. FRANK, Debts and terms of aid, A study a the mounting foreign debt burden of the developing nations: its dimensions, its causes, and how it might be relieved, J.N. BHAGWATI, Amount and sharing of aid, A study of the growing crisis in the levels, terms, and conditions of development assistance; and of the distribution of the aid burden among donors and of the aid benefit among recipients, R. d'A. SHAW, A study of the effects of new agricultural technology on employment in poor nations, H.B. MALMGREN, Trade for development, An examination of the trade policies of rich and poor countries and their effects on economic development. T 1764

### 332,6 CAPITAL MARKET, MONEY MARKET

See also: T 1750

(44) 332,6

ROSEN, D. A renaissance of the Paris Bourse, 6 p. A4 (Columbia journal of world business, New York, no. 3, September/October, 1972, p. 45. Geill).

The French economy is growing faster than that of any major country except Japan. To keep up the pace, relatively low-cost capital must be raised to meet growing investment needs. Since the French stock market has traditionally played only a limited role in capital formation, there is some question as to whether the Paris Bourse can now rise to the occasion. T 1765

### 332,67 CAPITAL INVESTMENT, INVESTMENT POLICY

See also: T 1810

332,67 65,012,122 658,155

LEVY, H. Portfolio performance and the investment horizon, 9 p. A5 (Management science, Baltimore, no. 12, August, 1972, p. B-645. Grafn. Lit. opg.).

Following the equilibrium model which has been developed by

W.F. Sharpe, J. Lintner and J.L. Treynor, several authors have developed one-parameter indexes as measures of portfolio performance. In this paper, it is shown that as long as the "true" horizon does not coincide with the horizon assumed in the empirical research, the one-parameter indexes contain a systematic bias, even when one assumes a perfect market. In conducting empirical research or in evaluating the performance of the management of a portfolio, more attention should be devoted to the selection of the investment horizon, since the magnitude as well as the direction of the systematic bias is a function of this factor. T 1766

### 332,71 AGRICULTURAL CREDIT

(81) 332,71

ADAMS, D.W., H. Davis and L. Bettis, Is inexpensive credit a bargain for small farmers; the recent Brazilian experience. 12 p. A5 (Inter-American economic affairs, Washington, no. 1, Summer, 1972, p. 47. Lit. opg. Tab.).

Background of agricultural credit in Brazil. Rural credit law. 4 Objectives: 1o stimulate farm investment, 2o provide additional working capital to farmers, 3o strengthen economic position of farmers (small and medium), 4o encourage the application of modern technology to agriculture. Interest rate policy. Institutional agricultural credit (1960-1970). Results from credit and interest rate policies. Reasons for loan concentration. Conclusions and recommendations. Administrative costs of loans. Agricultural credit and supervision. T 1767

### 333 LAND AND PROPERTY, REAL ESTATE

333,013,6 AGRARIAN REFORM

(83) 333,013,6

GOUSSAULT, Y. La réforme agraire chilienne: hésitations ou impasse, 18 p. A5 (Revue Tiers-Monde, Paris, no. 51, juillet/septembre, 1972, p. 541).

Les principaux défauts structurels de l'économie agraire. La concentration foncière avec son corollaire, le minifundisme. La sous-exploitation des terres, caractéristique du système de production latifundiaire. La très faible capitalisation de la grande exploitation. Le statut archaïque des travailleurs de la terre. Le déséquilibre dans la syndicalisation. Exploitations

multi-familiales, familiales, sous-familiales. La réforme  
agraire démocratique chrétienne: rapide bilan des résultats obte-  
nus en 1970. La réforme agraire de l'Université populaire.  
T 1768

### 336 PUBLIC FINANCE

#### 336.001.7 FINANCIAL AND BUDGETARY POLICY

(44) 336.001.7  
DUPRAT, J.-P. La débudgétisation (France). 93 p. A5 (Revue  
de science financière, Paris, no. 1, janvier/mars, 1972, p. 69.  
Lit. opg. Tabn.).

La débudgétisation: une opération par laquelle une dépense,  
jusqu'alors inscrite au budget de l'Etat, en est exclue, pour  
être imputée, le plus souvent, à des institutions financières,  
au premier rang desquelles se situe la Caisse des Dépôts et  
Consignations. Les financements débudgétisés. La débudgétisa-  
tion de certaines dépenses de la sécurité sociale. La débudgé-  
tisation d'investissements financés par le Fonds de Développe-  
ment Economique et Social. La débudgétisation dans l'urbanisme  
et le logement. La débudgétisation du financement des équipe-  
ments d'infrastructure. La signification de la politique de dé-  
budgétisation.  
T 1769

336.001.7 338.972.3  
AULD, D.A.L. Automatic fiscal stabilizers: problems of identi-  
fication and measurement. 19 p. A5 (Public finance, The Hague,  
no. 4, April, 1972, p. 586. Lit. opg.).

Automatic or built-in fiscal stabilizers have received consider-  
able attention in postwar literature. The author reviews the de-  
velopments in this area and makes an attempt to identify the na-  
ture of automatic stabilizers and examines the theoretical refine-  
ments that have occurred. Built-in flexibility and automatic sta-  
bility. Separation of automatic from discretionary changes in  
budget components. Definition and operation of automatic sta-  
bilizers. Methods of measuring the efficiency of stabilizers.  
(Resume en français, deutsche Zusammenfassung).  
T 1770

336.001.7 351.82  
LEVIN, J. The role of fiscal action in the pursuit of macro-

economic objectives. 13 p. A5 (Public finance, The Hague, no. 4,  
1972, p. 573. Lit. opg.).

The author examines some of the operating characteristics of  
fiscal action and their consistency with the commonly accepted  
macroeconomic objectives. A. suggests some additional macro-  
economic approaches perhaps revealing more completely the  
effects of fiscal action on the economy: a noncapital approach  
to development; a sectoral approach; a tax base approach; an-  
ticipating incentive effects; considering equity effects. (Resume  
en français, deutsche Zusammenfassung).  
T 1771

#### 336.2 TAXES, FISCAL POLICY

(861) 336.2  
TANZI, V. Fiscal reform for Colombia; the report of the Mus-  
grave Commission. 10 p. A5 (Inter-American economic affairs,  
Washington, no. 1, Summer, 1972, p. 71. Lit. opg. Tabn.).

Three persistent problems: inflation, low growth rate and bal-  
ance-of-payment difficulties. Tax revenues have had a tendency  
to grow more slowly than G.D.P. Lack of dynamism of the eco-  
nomy. Uneven distribution of income. The tax proposals. Per-  
sonal and business income tax. Net wealth tax. Property tax  
(elementary education financing). Indirect taxes. Estimated  
Revenues and conclusions.  
T 1772

(42) (430.1) (44) (52) (73) 336.241 339.233  
BERGLAS, E. Income tax and the distribution of income: an in-  
ternational comparison. 14 p. A5 (Public finance, The Hague,  
no. 4, April, 1972, p. 573. Graf. Lit. opg. Tabn.).

The author introduces a new method of comparison of income  
tax schedules and their effect on income distribution that takes  
into account differences in the distribution of income and dif-  
ferences in the tax bases. The tax schedules of five countries  
(U.K., France, U.S., W. Germany and Japan) are compared and  
their effect on the distribution of disposable income is evaluat-  
ed. It is shown that the effect of the erosion of the tax base is  
very significant. (Resume en français, deutsche Zusammenfas-  
sung).  
T 1773



(540) 336,241 657,47

RAO, V.G., and K.S.H. Rao. The incidence of the corporate income tax in the short run: the case of Indian corporations. 21 p. A5 (Public finance, The Hague, no. 4, 1972, p. 586. Lit. opg. Tabn.).

The authors determine empirically the extent to which the Indian corporations are able to shift, in the short run, the burden imposed on them by the corporation income tax. Basing on two modified assumptions advocated by M. Krzyzaniak and R.M. Musgrave (The shifting of the corporation income tax; 1963; See: L 165), two single equation models are derived. It has been hypothesized that there exists at least one period lag between the imposition of the new tax-rate and the counteraction taken by the businessmen. (Resume en francais, deutsche Zusammenfassung). T 1774

### 337 PROTECTION AND FREE TRADE

#### 337.3 TARIFFS

337.3 382,5 338 : 62 338 : 63

HENZE, A. Zur optimalen Protektionsstruktur hinsichtlich der Sicherstellung der inländischen Versorgung. 6 p. A4 (Agrarwirtschaft, Hannover, no. 8, August, 1972, p. 276. Graf. Lit. opg.).

Die volkswirtschaftlichen Kosten der Protektion als Kosten- und die durch sie bewirkte Abnahme des Importvolumens als Nutzenkriterium und die durch sie bewirkte Zunahme des Selbstversorgungsgrades als Nutzenkriterium. Die Kosten der Importsubstitution als Kosten- und der durch sie bewirkte Nettonutzen bei Importaustfall als Nutzenkriterium. (Summary in English). T 1775

(549) 337,33 338,92 633,523

REPETTO, R. Optimal export taxes in the short and long run, and an application to Pakistan's jute export policy. 11 p. A5 (The Quarterly journal of economics, Cambridge/Mass., no. 3, August, 1972, p. 397. Lit. opg. Tabn.).

The theory of the optimal tariff or tax on foreign trade has been developed in terms of "the" relevant elasticities, giving little guidance to governments that must decide between high short run tariffs and lower tariffs based on lower long run elasticity.

(Other countries can expand their production, demand can shift to substitutes). The government's rate of time discount is a crucial factor. A simple model. A short-sighted policy results in overtaxation of the export sector, restricting the long run volume of trade. A problem in countries that are dominant suppliers of a commodity and heavily dependent on tariff proceeds. Pakistan's raw jute export policy since 1945. Production has hardly increased, market share decreased. Since 1965 successful synthetics. Calculation of the tax burden. Either the government misjudged long term elasticity or it has a very high rate of social time discount, or both. T 1776

### 337.9 ECONOMIC INTEGRATION

(6) 337.9 341,24

KAMARA, L., et B. d'Hauteville. Aspects juridiques de l'integration economique en Afrique. 9 p. A5 (Revue Tiers-monde, Paris, no. 51, juillet/septembre, 1972, p. 531).

Integration economique et souverainete etatique en Afrique. Integration economique et egalite juridique. Integration economique et concessions reciproques. Dynamique juridique et conflits d'evolution. La legislation d'harmonisation. L'evolution des systemes dans leur dynamique interne. Les principes generaux du droit de l'integration economique. Il apparait souhaitable de developper un corps de regles de droit qui puissent concilier souverainete etatique et intervention economique. Sinon le processus d'integration risque fort en Afrique de demeurer un processus de juxtaposition. T 1777

(728) 337,9 337,01 338,92 382,14

WILLMORE, L.N. Free trade in manufactures among developing countries: the Central American experience. 12 p. A5 (Economic development and cultural change, Chicago, no. 4, July, 1972, p. 659. Lit. opg. Tabn.).

Using empirical evidence the author tests the applicability to the manufacturing sector of less-developed countries of the hypothesis that trade liberalization among industrial countries increases intra-industry specialization. With the data now available on the Central American Common Market. It is possible to examine the traditional explanation of international specialization. Conclusions: in Central America, as in Europe, a country can simultaneously produce, export and import a commodity without the benefit of protection in a regional market. This sug-

gests the existence of intra- rather than inter-industry specialization. The author's findings and current Trade-policy arguments in the region. T 1778

(7/8-6) 337,9 338,97

LEVIN, P.J. The development program of the Rio de la Plata basin; a new approach to Latin American integration, 30 p. A5 (The Journal of developing Areas, Macomb/IL, no. 4, July, 1972, p. 493. Krt. Lit. opg.).

Physical and economic aspects, rivers and their uses. The basin economy. Development program. Birth of the Plata program. Power integration, transportation. Development of border zones. Legal and institutional aspects. Data compilation, development planning, project operation. Settlement of disputes. Regulating use of the resources. T 1779

337,9(4) EUROPEAN COMMON MARKET. EUROMARKET  
See also: T 1847

337,9(4) 338,924 332,4,001,7 382,14

E.E.C., The, on the move; issues for business in an expanding community; prep. and publ. by Business International S.A. Geneva, 1972, 211 p. A4. Graf. Tabn. (Business International European special report 72-1) 11/72, R.E.

This report brings into focus the major current and pending issues that will shape the future evolution of the E.E.C. as a business environment. From the Six to the Ten. The Community and the World. Toward an Economic and Monetary Union. Strengthening the industrial base. New frontiers in competition policy. T 1780

338 ECONOMIC STRUCTURE

338 : 62 INDUSTRY. INDUSTRIAL PRODUCTION  
See also: T 1775, T 1848

(598) 338:62

LEJARS, J. Situation industrielle du Laos et rôle des forces externes, 12 p. A5 (Revue Tiers-Monde, Paris, no. 51, juillet/septembre, 1972, p. 621. Bibliogr. Graf. Krtm.).

L'industrie occupe une place bien modeste dans l'économie na-

tionale. Elle se situe à un niveau extrêmement bas. Les principaux caractères de la situation industrielle du pays. Faiblesse quantitative et qualitative générale. Manque d'attaches spatiales des industries qui n'établissent guère de liens avec le milieu rural environnant. Elle se tourne vers l'étranger. Une très faible valeur ajoutée. La jeunesse du parc industriel: classification des entreprises de Vientiane selon leur date d'implantation. L'aide étrangère. Les forces externes nationales: industriels, promoteurs et cadres, qui sont d'origine ou de nationalité chinoise, vietnamienne, thaïlandaise, japonaise. T 1781

338 : 63 AGRICULTURE. AGRICULTURAL PRODUCTION  
See also: T 1764, T 1775

(6) 338:63 338,011 631

ERGAS, Z. Reflexions sur la question de la productivité agricole en Afrique tropicale, 12 p. A5 (Revue Tiers-Monde, Paris, no. 51, juillet/septembre, 1972, p. 591. Graf. Tabn.).

L'auteur soutient que les techniques agricoles utilisées dans une région sont essentiellement fonction de la pression démographique qui s'y exerce. Dans les régions où l'accroissement de la population a été fort, l'agriculture itinérante a tendance à disparaître pour laisser sa place à des techniques plus élaborées. Les composantes de la technique agricole mixte. L'irrigation et le drainage, les engrais et les semences améliorées dans le progrès de l'Afrique tropicale. T 1782

(51) 338:63 631,37 631,5 631,67 631,82 632,9  
KUO, L.T.C. The technical transformation of agriculture in Communist China. New York/London, Praeger, 1972, 266 p. A5. Bibliogr. Krtm. Tabn. (Praeger special studies in international economics and development). 10/72 R.E. (16,50 dollar).

Two types of agricultural advancement can be identified in the People's Republic of China: improvement through collectivization and socialization, and transformation through technology. The book focuses on the latter as implemented by mechanization, fertilization; plant protection, water and soil conservation, seed improvement and agricultural research, education, and extension. The author emphasizes planning and execution rather than details of technologies involved. Appendix: The national program for agricultural development, 1956-67. T 1783

# 338.01 THEORY OF PRODUCTION

338.01 330,115 65,011,1

ROODMAN, G.M. The fixed coefficients production process under uncertainty. 24 p. A5 (Journal of industrial economics, Oxford, no. 3, July, 1972, p. 273. *Grafu. Lit. opg.*).

The author develops a more general theory of the firm under factor uncertainty in the fixed coefficients case. A production function is developed which explicitly incorporates random elements and serves as the basis for developing the uncertainty model. The properties of this function are explored in some detail, with particular emphasis on its similarities to the variable proportions production function found in the traditional theory of the firm. A set of production and output optimality conditions for the risk-neutral firm. A offers a numerical example illustrating the preceding conclusions and also permitting certain additional observations of interest. The implications of risk-aversion on the part of the firm. T 1784

# 338.83 CARTELS

338.83 658,114,6

BLOIS, K.J. Vertical quasi-integration. 20 p. A5 (Journal of industrial economics, Oxford, no. 3, July, 1972, p. 253. *Bibliogr.*).

Examination of certain aspects of the relationship between firms and their suppliers. The author discusses under what conditions a supplier can become dependent upon a particular customer and examines the ways in which a large customer is able to assert its influence over a supplier and the types of influence brought to bear. A, considers whether or not a situation is developing in certain cases where some firms are gaining the advantages of vertical integration without assuming the risks or rigidity of ownership - a situation which might be described as "vertical quasi-integration". T 1785

# 338.92 DEVELOPING COUNTRIES AND AREAS

See also: T 1761, T 1762, T 1763, T 1764, T 1776,  
T 1778, T 1804, T 1830

(72) 338.92 33 : 9, 338(1) 711,2

REVEL-MOUROZ, J. Aménagement et colonisation du tropique humide mexicain; le versant du Golfe et des Caraïbes; publ. par

l'Université de Paris; Institut des hautes études de l'Amérique latine, Paris, 1972, 269 p. A4. *Bibliogr. Grafu. Krm. Tabn. (Travaux et memoires, no. 27). 10/72 R.E.*

Définition de "colonisation". L'approche démographique. Les mouvements de population dans les Etats du Golfe et du Sud-Est. La carte des densités de population rurale. La croissance de la population au niveau des Etats. Les migrations intérieures. Les caracteres généraux de la colonisation du tropique. Les facteurs moteurs. Les facteurs de resistance a la colonisation. Exemples historiques de cycles d'avances et de reculs de la colonisation. L'évolution de la politique de colonisation. Exemples régionaux de colonisation recente. Les types de colonisation et leurs relations. L'impact de la colonisation. T 1786

(430.1) (73) 338.92 330,191,6 332,453,4 382  
PROBLEME der Arbeitsteilung zwischen Industrie- und Entwicklungsländern; von D. Kebschull, D. Schumacher, H.E. Scharer, u.a. 187 p. A5 (*Konjunkturpolitik. Beilage, Berlin, no. 19, 1972, p. 11. Grafu. Lit. opg. Tabn.*).

D. Kebschull, Motive für deutsche Direkt-Investitionen in Entwicklungsländern. D. Schumacher, Auswirkungen ausländischer Direktinvestitionen auf die Wirtschaft von Entwicklungsländern als Beispiel U.S.-amerikanischer Direktinvestitionen in Lateinamerika. H.E. Scharer, Wirtschaftspolitische Probleme der Förderung deutscher Direktinvestitionen im Ausland. G. Fels, Die Auswirkungen einer exportorientierten Entwicklungsstrategie auf die Branchenstruktur in der Bundesrepublik. J. Tjörner, Förderung der Industrialisierung der Entwicklungsländer. A. Neu, Handelshemmnisse der Bundesrepublik im Warenverkehr mit Entwicklungsländern. Diskussionsbeiträge von Giersch, Agarwal, Clapham, u.a. T 1787

338.92 332,453,4 338,972 338,924  
GARZOUZI, E. Economic growth and development; the less developed countries. New York/Washington, Vantage press., 1972, 359 p. A5. *Bibliogr. Krm. Tabn. 11/72. R.E. (9.-- dollar).*

The author tries to describe the conditions of underdevelopment and to find practical means of treating them. The meaning of economic development. Historical patterns. The case of the presently developing nations. The economics of growth. Capital formation. The role of the agricultural sector. Industrialization. Monetary and fiscal policies for developing coun-



tries. International trade and development. The various forms of aid. Latin America. The alliance for progress: economic development and integration. Economic development in the Middle East and North Africa. Technical cooperation and economic development in Africa South of the Sahara. Southeast Asia: resources and development, trade and aid. T 1788

338.92 337.01 382

KIYOSHI IKEMOTO, Economic development and foreign trade, 8 p. A5 (Kobe University economic review, Kobe, no. 17, 1971, p. 55. Grafn.).

The controversy free trade-vs.-protectionism. They depart from different assumptions. An attempt at unification from the viewpoint of both the industrial structure and stages of economic development. The traditional theory of the international division of labor and conventional development economic oversimplify the real world. A disaggregated approach can differentiate between the different structures of developed and less developed countries should follow protectionism to establish strong bases for development. Developed countries should plan free trade strategy to become more efficient. Highly advanced countries can have reasons for some protection. T 1789

(6) 338.92 338.97

AMIN, S. En partant du "rapport Pearson"; développement et transformations structurelles; l'expérience de l'Afrique (1950-1970). 24 p. A5 (Revue Tiers-Monde, Paris, no. 51, juillet/septembre, 1972, p. 467. Tabn.).

La tendance du rapport "Pearson". L'auteur montre que l'analyse conduite dans les termes qui sont ceux du rapport Pearson est superficielle et trompeuse et suggère des solutions inefficaces. La croissance comparée du Tiers-Monde, de l'Afrique et du monde développe dans une perspective historique. Les progrès agricoles; dynamique et limites du capitalisme agraire dans le Tiers-Monde; l'expérience de l'Afrique Noire. Dynamique et limites du "développement" extraverti fondé sur le capital étranger. Le blocage de la croissance. Quelques expériences africaines et autres. T 1790

338.92 341.12 63 : 66 658.112.3

TURNER, L. Multinationals, the United Nations and development, 10 p. A4 (Columbia journal of world business, New York,

no. 5, September/October, 1972, p. 13. Lit. opg.).

The Green Revolution has emphasized what a vast market "third world agriculture" provides for the agro-industry multinationals. It has also made apparent that the technical and managerial skills of these multinationals may well be essential if the maximum developmental effects from the new strains of high-yielding grains are to be realized. The agro-industry companies are now complementing the planning activities of local governments and the U.N. aid agencies. This article describes the Industry cooperative program, the most successful link between the U.N. and specific multinational companies. Advisory missions to third world governments. T 1791

338.964 EXTENT OF ENTERPRISES, INDUSTRIES

(52) 338.964 65.017.2/.3

TAKESHI MIZUNO, Development of small business organizations in Japan : their characteristics features and some future prospects, 9 p. A5 (Kobe University economic review, Kobe, no. 17, 1971, p. 19).

Historical aspects. Effects of Japan's economic growth and institutional democratization after 1945. Existing legalized organizations are ineffective because of excessive competition, superintendence of big business and the strict control of governmental administration. Some exceptions thanks to personal sacrifice of the leaders. Effective organization presupposes spontaneous organization of by and for the small entrepreneurs themselves. Newer kinds of movement of small enterprises are "grouping": officially approved and counted ("Joint business cooperatives"); or unofficial with no available statistics. T 1792

338.87 ECONOMIC DEVELOPMENT

See also: T 1779, T 1790

(42) 338.97 331.024.3

PRATTEN, C.F. The reasons for the slow economic progress of the British economy, 17 p. A5 (Oxford economic papers, Oxford, no. 2, July, 1972, p. 180. Lit. opg.).

This analysis of the causes of the slow growth of labour productivity in the U.K. compared with many other advanced countries, focuses attention on the causes of the relatively slow progress of the British economy. The forces contributing to the growth

of productivity, Efficiency and innovation. The problems of judging economic progress. T 1793

(51) (52) (9) 338.97 332.1 382  
PACIFIC basin - a survey; by W.M. Clarke, C. Smith, D. Wilson, a.o. 30 p. A4 (The Banker, London, no. 558, August, 1972, p. 1053. Krt. Tabn.).

W.M. Clarke, The Pacific basin. C. Smith. The regional economy - and the Japanese giant. A. focuses on the implications for the region of Japan's remarkable development into the world's third largest economy. D. Wilson. China's trade in its political context. B. Nowzad. A regional payments system. Exchange systems under pressure. A clearing union and reserve bank. A Pacific basic charter on international investments. Banking in the Pacific basin. Foreign banks in the Pacific basin. T 1794

338.97 : 31 FORECASTING, FORECASTS  
See also: T 1747

(44) (47) (489) (498) 338.97 : 31 338.984.3 60  
CURRENT planning and forecasting activities in European countries. 34 p. A5 (Technological forecasting and social change, New York, no. 1, 1972, p. 5. Lit. opg. Tabn.).

G.M. Dobrov and L.P. Smirnov. Forecasting as a means for scientific and technological policy control. A detailed description of current planning and forecasting activities in the Soviet Union. E. Jantsch. The organization of forecasting in Romania: notes from a brief visit. H. Aujac. A French experiment in long- and very-long-term national technological forecasting: the basic role of semantics. H. Harboe and R. Kaje. Futures research in Denmark. T 1795

338.98 PLANNING, NATIONAL ECONOMIC PLANS  
See also: T 1749

(439) 338.98 65.012.4 658.155  
SIMONYI, I.G., and D. Carson. Hungarian management systems and methods as functions of economic reform. 14 p. A5 (Management international review, Wiesbaden, no. 1, 1972, p. 3. Abfn. Lit. opg. Tabn.).

Hungary, of all nations within the Soviet orbit, has moved most

steadily and furthest from central planning to decentralized decision-making and responsibility in recent years. Unlike Czechoslovakia, Hungary based her gradual changes on Soviet orthodoxy, and most specifically on the renowned Liberman premises. National background. Management under central planning. Moves toward decentralized decision-making. Information analysis. Marketing and marketing research. Investments. Wages and employment. Basic labor conditions. Pricing. Organizing the manager. Management consulting. (Resume en francais; deutsche Zusammenfassung). T 1796

(4-11) (47) 338.98 658.155  
SELUCKY, R. Economic reforms in Eastern Europe; political background and economic significance. New York/Washington, Praeger, 1972. 179 p. A5. Bibliogr. Tabn. (Praeger special studies in international economics and development). 10/72. R.E. (15,— dollar).

The book deals with economic reforms in the Soviet bloc and includes both the political context and ideological background. The necessity for reform. Command economic system and extensive growth. The alternatives of reform: Market reform and technocratic reform. Reforms in Czechoslovakia: the concept of ownership and self-administration; the rights of enterprises and principles of economic policy. The reforms in the German Democratic Republic, the Soviet Union, Hungary, Rumania, Bulgaria, and Poland. T 1797

339 DISTRIBUTION AND CONSUMPTION OF WEALTH

339.233 INCOME, PRIVATE CAPITAL  
See also: T 1758, T 1773

339.233 331.2 658.155  
AKYUEZ, Y. Income distribution, value of capital, and two notions of the wage-profit trade-off. 10 p. A5 (Oxford economic papers, Oxford, no. 2, July, 1972, p. 156. Grafn. Lit. opg. Tabn.).

What a production technology provides us with is the trade-off between the rate of profit and the wage rate. But the way this trade-off is expressed depends on what is taken as the unit of measurement. The author demonstrates that there are at least two alternative notions of wage-profit trade-off with different implications for income distribution and the relation between the latter and the value of capital. The models of Sraffa and

## 341 INTERNATIONAL LAW

## 341.12 U.N.O.

See also: T 1791

## (494) 341.12

LAUG, H. Les relations de la Suisse avec les Nations Unies; publ. par l'Association suisse de politique étrangère. Berne/Stuttgart, Haupt, 1972. 208 p. A5. Bibliogr. (Publications, no. 1). 11/72 R.E. (Zw. frs. 9,80). ISBN-3-258-02052-3.

L'évolution des Nations Unies et les relations de la Suisse avec cette organisation et ses institutions spécialisées en 1945-1968. Les possibilités et les conditions d'une entrée de la Suisse dans l'Organisation. L'accueil réservé au rapport du Conseil fédéral du 16 juin 1969 par l'Assemblée fédérale et le public. L'évolution des Nations Unies et les relations de la Suisse avec cette organisation et ses institutions spécialisées en 1969-1971. Le resserrement des liens entre la Suisse et les Nations Unies. L'avis de l'Association suisse de politique étrangère. T 1799

## 351 GOVERNMENT LEGISLATION, PUBLIC SERVICES, REGULATIONS

## 351.713 TAXATION LAW

## 351.713 65.01

LAUSBERG, F.W. Zum Problem der Steuersystemkonzeption aus der Sicht der betriebswirtschaftlichen Steuerlehre. 18 p. A5 (Zeitschrift für Betriebswirtschaft, Wiesbaden, no. 6, Juni, 1972, p. 421. Lit. opg.).

Das Wissenschaftsgebiet der betriebswirtschaftlichen Steuerlehre erscheint wenig umfassend definiert, wenn Inhalt fachspezifischer Analysen nur Probleme des geltenden Steuerrechts sind. Untersucht wird, inwieweit "Betrachtungen de lege ferenda" wissenschafts-systematisch in die betriebswirtschaftlich-steuerliche Disziplin einzubeziehen sind, und welche Probleme damit eventuell aufgeworfen werden. Die betriebswirtschaftliche Steuerlehre muss, wie es die Betriebswirtschaftslehre vor ihr getan hat, nach einem neuen Ansatz suchen. Das Schwergewicht der Forschung verlagert sich dabei auf den kritischen Gebrauch von Hypothesen und Theorien. In den Vordergrund rückt die Problemorientierung. T 1800

## 351.77 GOVERNMENT HEALTH CARE

## (6) 351.77 614.2

BLANC, J. La planification de la santé en Afrique, 28 p. A5 (Revue Tiers-Monde, Paris, no. 51, juillet/septembre, 1972, p. 491).

La santé comme problème économique spécifique. La mesure des effets d'un plan de santé. Effets sur la santé des populations et sur l'économie. Les grandes lignes de l'élaboration du plan de santé. L'exécution des plans de santé: progrès et difficultés. Les structures mises en place. Les investissements réalisés. Les moyens de fonctionnement. Personnel. Faiblesses de la planification sanitaire. Le choix de la durée du plan et contenu du plan. Coherence du plan. Integration du plan de santé et du plan économique. T 1801

## 351.8 SOCIAL-ECONOMIC POLICY

## 351.8 330.123,6 330.173

CULYER, A.J. Merit goods and the welfare economics of coercion. 27 p. A5 (Public finance, The Hague, no. 4, 1972, p. 546. Graf, Lit. opg.).

Contrary to the views of some contributors to the externality literature, the author argues that it is possible to incorporate analysis of merit wants into the broad stream of Paretian analysis. On the assumption of full certainty it is subsequently that the Paretian framework can prescribe the optimal rates of any meritorious or demeritorious activity, even that described as "coercive" but that it cannot prescribe the initial rights allocation and that non-exchange-ability of such rights is inconsistent with utility-maximizing assumptions. (Resume en français, deutsche Zusammenfassung). T 1802

## 37 EDUCATION

## (699) 37 331.012 338.972

PSACHAROPOULOS, G. Measuring the marginal contribution of education to economic growth. 18 p. A5 (Economic development and cultural change, Chicago, no. 4, July, 1972, p. 641. Lit. opg. Tabn.).

The author suggests a methodology for assessing the marginal contribution of each educational level to economic growth. It



is illustrated by identifying quantitatively the sources of growth (1950-1960) in the subnational unit Hawaii. The growth-accounting framework of the author differs from the previous ones in the specification of the quality contribution of labor to growth. Hawaii: Successive calculation of the contribution of labor to its rate of growth (G.N.P.), of the share in this of labor quality improvement, of the share in that of different skill levels (measured by earning differentials), of the contribution of education to skill level. Comparisons of this Denison-type calculation with Schultz-type calculation, and of these Hawaiian results with Denison's results for the U.S.A. T 1803

## 386/387 SEA TRANSPORT

386/387 338.92

STURMEY, S.G. The shipping needs of developing countries. 7 p. A5 (Tijdschrift voor vervoerswetenschap, Rotterdam, no. 2, 1972, p. 77. Lit. opg.).

A short discussion of the shipping needs of developing countries in terms of service to shippers and in terms of ships owned. The question of adequacy of shipping services for the needs of the trade. The choice of the types of ships which are used in liner trades, Container ships and alternative forms of unitization. Shipping needs in terms of cheapness. The effects of increasing costs, particularly in liner shipping, on the export prospects of developing countries. Shipping needs from the point of view of number of ships. The role of shipping as part of the process of industrialization. Shipping as an item in the balance of payments. Shipping as an investment for the carriage of trade. T 1804

## 6 APPLIED SCIENCES. MEDICINE. TECHNOLOGY

60 TECHNOLOGY. TECHNICAL PROGRESS

See also: T 1764, T 1795, T 1806, T 1813, T 1824

(51) 60 001.891

DEAN, G.C. Science, technology and development: China as a "case study". 15 p. A5 (The China quarterly, London, no. 51, July/September, 1972, p. 520).

A summary of discussions at the Sussex Study Group on Science and Technology in China's Development in January 1972, in which specialists in development economics, science policy or

contemporary China participated. What is the role of technological progress in economic progress. Conclusions: the Chinese case can be instructive in 3 ways: by enriching scientific theories with Chinese ideas and views (especially the concept of self-reliance); as an aid to the construction of a comprehensive framework in which economic and technical decisions and their consequences are linked to the institutional settings; as an example of labour-intensive technological change. The Chinese choice of technologies (walking on 2 legs). The rate and direction of technological change, and its sources (transfer of Soviet Technology to China). Science policy (the Great Leap Forward versus the cultural revolution). Research priorities. T 1805

## 614 NATIONAL HEALTH SERVICE

### 614.7 HYGIENE OF WATER, SOIL AND AIR

614.7 338.972 60

BECKERMANN, W. Naturwissenschaftler, Wirtschaftswissenschaftler und Umweltkatastrophe; unter Mitwirkung von H. Giersch und F. Baade. Tübingen, Mohr, 1972. 31 p. A5. Graf. Lit. opg. (Kieler Vorträge; neue Folge. Gekürzte deutsche Fassung des in englischer Sprache am 26. Juni 1972 im Institut für Weltwirtschaft an der Universität Kiel gehaltenen Vortrags "Scientists, economists, and environmental catastrophe"). 09/72 R.E. (DM 5,-), ISBN-3-16-334181-0.

Einführung von H. Giersch, W. Beckermann. Vortrag "Naturwissenschaftler, Wirtschaftswissenschaftler und Umweltkatastrophe". Künftige Umweltprobleme, die durch Verschmutzung der Luft und des Wassers, durch Rohstoffmangel und Bevölkerungsexplosionen in Entwicklungsländern entstehen, können durch den technischen Fortschritt gemeistert werden und führen nicht zwangsläufig zu einer Katastrophe oder zu einem Ende unseres Wirtschaftswachstums. Diskussionsbeitrag von F. Baade. T 1806

### 620.9 GENERAL ECONOMICS OF ENERGY

(73) 620.9

FALTERMAYER, E. The energy "joyride" is over; technology and good sense can stretch our resources, but only a big breakthrough can bring back cheap fuel and power (U.S.). 10 p. A4 (Fortune, Chicago, no. 3, September, 1972, p. 99. Graf.).

Energy consumption and prices. Energy usage and earth cli-

mate. The future energy picture and technology. Changing trends in the use of energy. Where energy goes. Consumption per capita. In future U.S.A. will no longer self sufficient. Bituminous coal and lignite. The sulphur problem. Converting coal to gas. Combined gas and steam generators. Nuclear energy. Conventional reactors. The fast breeder reactor, perpetual care for plutonium. Energy from the desert, solar power. Geothermal energy. Efficient use of energy. Technological plateau and energy. T 1807

65 BUSINESS ECONOMICS. ORGANIZATION AND MANAGEMENT

See also: T 1800, T 1844

65,012,1 : 65,012,2 RESEARCH AND DEVELOPMENT  
See also: T 1813

(52) 65,012,1 : 65,012,2  
FUJITA, T., and D. Karger. Managing R. & D. in Japan. 18 p. A5 (Management international review, Wiesbaden, no. 1, 1972, p. 65. Lit. opg. Tabn.).

Now that the Japanese economy has grown to being the third largest place in the world in terms of gross national product, it is facing a new and more difficult facet of development: the science and technology White Paper of 1969 urges the government agencies and private firms to take actions which will liberate them from dependency on introduced technologies and innovations. New trends in technology. Firms' policy for research and development (R. & D.) Technology level compared with that of foreign firms. A systematic approach for management of R. & D. The basic tasks to be solved in Japanese firms. (Resume en francais; deutsche Zusammenfassung.) T 1808

65,012,122 OPERATIONS RESEARCH. LINEAR PROGRAMMING, a.o.  
See also: T 1741, T 1766, T 1819, T 1824, T 1831, T 1840, T 1841, T 1843

65,012,122  
PFOHL, H.C. Zur Problematik von Entscheidungsregeln. 32 p. A5 (Zeitschrift für Betriebswirtschaft, Wiesbaden, no. 5, Mai, 1972, p. 305. Abfn. Lit. opg.).

Der Aufsatz untersucht die Bedeutung der Entscheidungsregeln

für die Theorie und die Praxis. Die Notwendigkeit von Entscheidungsregeln bei der rationalen Entscheidung. Begriff und Abgrenzung der Entscheidungsregel. Entscheidungsregeln für Entscheidungen unter Sicherheit. Entscheidungsregeln für Entscheidungen unter Risiko. Entscheidungsregeln bei Fehlen von Wahrscheinlichkeitsvorstellungen. Entscheidungsregeln bei partiellen Wahrscheinlichkeitsvorstellungen. Die empirisch-materiale Problematik der Entscheidungsregeln. T 1809

65,012,122 332,4.001,7 332,67 658,15  
KORTEWEG, P. Uncertainty and the behaviour of wealth-owner and policy-maker: the cases of the optimum portfolio-mix and the optimum policy-mix. 11 p. A5 (De Economist, Haarlem, no. 4, juli/augustus, 1972, p. 367. Grafn. Lit. opg.).

The author shows by way of a review of some recent literature that in a world of uncertainty: a) a risk-averting utility maximizing wealth holder is behaving optimally when he distributes his wealth over all available assets in an optimal portfolio-mix, b) a utility-maximizing policy-maker is behaving optimally when he uses all available instruments in an optimal policy-mix and when he aims at only a partial attainment of his target. The first part of his conclusion amends Tinbergen's famous rule that the attainment of n-targets generally requires only n-instruments. T 1810

65,012,23 BUSINESS FORECASTING. PREDICTING  
See also: T 1815, T 1824, T 1845

65,012,23  
KIERULFF, H.E. Best estimate forecasting - a better alternative. 7 p. A4 (California management review, Berkeley/Los Angeles, no. 1, fall, 1972, p. 79. Abf. Lit. opg. Tabn.).

Most companies begin their planning cycle with a single value sales forecast for each of their products or services and schedule production on the basis of these forecasts. The results are usually less than optimal since the plan is based on forecasting the external environment. This paper develops the thesis that internal forecasting is critical. The major variables are examined and integrated into a planning mechanism designed to optimize expected profits. T 1811

65,012,3 FORMS AND ORGANIZATION, BUREAUCRACY,

a.o.

See also: T 1829

65,012,3

SHETTY, Y.K., and H.M. Carlisle. A contingency model of organization design. 8 p. A4 (California management review, Berkeley/Los Angeles, no. 1, fall, 1972, p. 38. Afb. Lit. opg.).

In this study, a contingency theory is developed which puts the stress of organizing on a number of variables. The theory supports the idea that there is no one best way in which to organize. The design is conditional. An effective organization, it was found, must be designed to fit its managers, market environment, technology and its subordinates. The need to understand the theoretical aspects stems from the need to solve what, at first sight, seem to be low-level operational problems but which on closer examination may turn out to be organizational problems of a higher order.

T 1812

65,012,4 MANAGEMENT

See also: T 1796

65,012,4 60 65,012,1 65,012,2

KELLER, R.T. A look at the sociotechnical system. 7 p. A4 (California management review, Berkeley/Los Angeles, no. 1, fall, 1972, p. 86. Lit. opg.).

A survey of some of the recent research shows the importance of sociotechnical variables to organizational design and management action. Rather than seeking "the one best way to manage", this article sees a contingency model of management systems and technological conditions as having excellent promise for designing effective organizations. Operations technology, environmental demands, automation, and organization size variance are considered.

T 1813

65,012,4 65,011,1 65,012,614

PETERS, D.H. Reward functions to reinforce a goal-based management process. 13 p. A5 (Management science, Baltimore, no. 12, August, 1972, p. B-663. Graf. Lit. opg.).

A mathematical model for an incentive system is presented for use within an organization which has a single criterion measure and which sets goals for performance in advance. This model is

examined and assumptions are stated concerning what restrictions are necessary to reinforce "desired" behavior. With this general model a series of specific examples is derived and evaluated. The implementation of the most obviously practicable example is discussed. Directions for research with such incentives are suggested.

T 1814

65,012,4 65,012,23

FULMER, R.M. The management of tomorrow. 9 p. A4 (Business horizons, Bloomington, no. 4, August, 1972, p. 5. Lit. opg. Tabn.).

This article focuses attention upon management trends and predictions for the future. A concise overview of the literature as well as the results of a recent project utilizing the Delphi technique are presented. Farewell to the single executive. Centralization or decentralization. The form of tomorrow's organization. Eliminate the middle manager. Adapting the company to the needs and potentials of the individual. Social accounting. The new educational society.

T 1815

65,012,4 65,016

MANAGERIAL objectives: an exploratory and supplementary note. 19 p. A5 (Oxford economic papers, Oxford, no. 2, July, 1972, pp. 137 + 151. Graf. Lit. opg.).

G.M. Heal and A. Silberston. Alternative managerial objectives. The authors are concerned with the choice that the management of a firm might make amongst alternative steady growth paths. It has been shown that in theory a choice may be made by a firm between growing steadily at that rate of growth which maximizes the rate of profit, that rate of growth which maximizes the present value of dividends and the maximum possible rate of growth, subject to a take-over constraint. F. Seton. The geometry of managerial objectives. The author illustrates some of the arguments and conclusions of the foregoing article.

T 1816

65,012,4 65,7

SCHOENFELD, H.M. The development of managerial accounting: an attempt at a comprehensive survey. 22 p. A5 (Management international review, Wiesbaden, no. 2/3, 1972, p. 3. Afb. Lit. opg.).

Major changes in managerial accounting (M.A.) can be traced to changes in (1) format, (2) data utilized, (3) data content, and



(4) methodology. New developments, however, have been more technical than fundamental in nature and represent by and large an extension of existing ideas. Undoubtedly, the whole M.A. system will become more decision oriented. The term managerial accounting. Analysis of recent changes in M.A. Introduction of new methods for existing parts of the M.A. system. Methodology-based development of new parts of the M.A. system. (Resume en francais; deutsche Zusammenfassung). T 1817

(73) 65,012,43  
VANCE, C. Toward a collegial office of the president (U.S.). 11 p. A4 (California management review, Berkeley/Los Angeles, no. 1, fall, 1972, p. 106. Lit. opg. Tabn.).

The office of the president is still a relatively untested managerial concept. This experimental deviation of the chief executive's responsibility and, theoretically, of his authority among several "peer presidents" has come about because of a real need: American corporate growth makes it continually more difficult for a single chief executive to know all. This article views both advantages and disadvantages of this new management control technique. T 1818

65,012,45 COMMUNICATION, BRIEFING OR INFORMING  
See also: T 1824

65,012,45 65,012,122  
NIEDEN, M. ZUR. Zur Anwendbarkeit von Informationswertrechnungen. 20 p. A5 (Zeitschrift für Betriebswirtschaft, Wiesbaden, no. 7, Juli, 1972, p. 493. Abfn. Lit. opg.).

Diese Untersuchung geht von der Feststellung aus, dass für die wirtschaftliche Theorie wie Praxis die Informationsbewertung eine dringende Forderung darstellt. Nach einer Einführung in die Theorie des Informationswertes werden die Bedingungen diskutiert, unter denen eine Anwendung der Theorie erfolgreich ist. Es wird dann eine Strategie für den Entscheidungsprozess bei der Gestaltung von Informations- und Entscheidungssystemen vorgeschlagen und diese schliesslich an einigen Beispielen illustriert. T 1819

65,012,45 651,011,56 658,112,3  
MURRAY, J.A. Intelligence systems of the M.N.C.'s, 9 p. A4 (Columbia journal of world business, New York, no. 5, September/October, 1972, p. 63. Abfn. Graf. Lit. opg.).

ber/October, 1972, p. 63. Abfn. Graf. Lit. opg.).

For the executive of the multinational corporation, accurate and prompt information on a global basis is the life-line of his decision-making. A. presents the findings of a study of international information systems now employed by multinational companies and outlines an optimum international intelligence system that is general enough to be utilized by most world corporations. T 1820

65,012,614 MOTIVATION  
See also: T 1814

65,012,614  
GROTE, R.C. Implementing job enrichment, 6 p. A4 (California management review, Berkeley/Los Angeles, no. 1, Fall, 1972, p. 16. Abfn. Graf. Lit. opg.).

While the effectiveness of job enrichment in improving productivity and job satisfaction has frequently been demonstrated, a gap exists between understanding the theory itself - that motivation will increase as the job content and level of discretion are increased - and the specific process involved in applying the theory. This article presents a working model for the successful implementation of an experimental job enrichment project. T 1821

65,012,614  
HOFSTEDE, G.H. The colors of collars, 9 p. A4 (Columbia journal of world business, New York, no. 5, September/October, 1972, p. 72. Lit. opg. Tabn.).

The question "What motivates employees" is often asked without specifying the category of employees concerned. This study shows the scope of the differences in work goals between workers in different kinds of jobs, ranging from research professionals to unskilled factory workers, and discuss some of the implications for management. It uses research evidence collected in sixteen countries within the subsidiaries of one large manufacturing company, covering a complete cross-section of the company's work force. T 1822

65,012,614

REIF, W.E., and F. Luthans. Does job enrichment really pay off. 8 p. A4 (California management review, Berkeley/Los Angeles, no. 1, Fall, 1972, p. 30. Lit. opg.).

Researchers are devoting much time to proving or disproving the validity of the two-factor theory of work motivation (the foundation for job enrichment). Though the research findings are not conclusive, many professors and practitioners have been receptive to job enrichment. This article analyzes whether this enthusiastic acceptance is justified on the basis of current research. T 1823

#### 651 OFFICE MANAGEMENT

651,011,56 ADMINISTRATIVE AUTOMATION

See also: T 1820

651,011,56 60 65,012,122 65,012,23 65,012,45  
658,386-052,22

FUTURE, The, of computers in business organization; by C.H. Kriebel, F.M. Tonge, K.E. Knight, a.o. 68 p. A5 (Journal of contemporary business, Seattle/Wash., no. 2, Spring, 1972, p. 1. Abn. Graf. Lit. opg.).

C.H. Kriebel, Management information systems technology: view of the future. F.M. Tonge, Reflections on computer-oriented curricula for management. K.E. Knight, Evolution of computer technology of the 1970's. N.R. Nielsen, Using your computing resources to best advantage. A.E. Amstutz and A.P. Hess, Computer-simulated market response. L.R. Klein, Computerized econometric methods in business applications. T 1824

#### 657 ACCOUNTANCY, BOOKKEEPING

657,3 BUDGETS AND BUDGETARY CONTROL

(44) 657,3 65,012,66

DIMAN, D. Evolution des structures de bilan des entreprises industrielles entre 1961 et 1969 (France), 17 p. A4 (Economie et statistique, Paris, no. 36, juillet/aout, 1972, p. 21. Graf. Tabn.).

L'analyse conduit à distinguer trois groupes de secteur. L'au-

teur utilise une série de bilans des secteurs de l'industrie sur dix ans. Il met en évidence la diminution de la part des actifs physiques et, notamment des stocks au profit des actifs financiers, la détérioration du fonds de roulement et de la trésorerie nette, et l'importance du financement à court terme. Les structures des secteurs industriels à travers leurs bilan, Les postes du bilan, L'équilibre du bilan, Le financement. T 1825

#### 658 BUSINESS AND INDUSTRIAL MANAGEMENT

658,112,3 ESTABLISHMENTS, SUBSIDIARIES, BRANCH OFFICES

See also: T 1791, T 1820

(4) (73) 658,112,3

STEWART, M.B. Transnational enterprise: the European challenge. 9 p. A4 (Columbia journal of world business, New York, no. 4, July/August, 1972, p. 5. Abn. Lit. opg. Tab.).

The famous American challenge has come and gone, proclaim the business seers of Europe. The initial U.S. advantages in technology, marketing and management expertise are being wiped out as European industry integrates and reorganizes. The most significant counter-challenge to the U.S.-based multinationals will come from European transnational enterprises. Faced with formidable policy, fiscal and legal obstacles, transborder mergers have so far been few. But they indicate a trend which may develop by the end of the decade into a major international competitive phenomenon. T 1826

(430,1) 658,112,3

HEDERER, G., C.D. Hoffmann, and B. Kumar. The internationalization of German business. 7 p. A4 (Columbia journal of world business, New York, no. 5, September/October, 1972, p. 38. Lit. opg. Tab.).

After the destruction and expropriations of two world wars, German industry is again expanding its worldwide business activities. The first stage was the development of exports. In recent years, however, exports' share of total overseas business has been stagnant or even declining, while sales of overseas subsidiaries are steadily increasing. This article details several motives which are specific to German firms investing overseas and investigates to what extent German firms are internationalized. T 1827

658.112.3 338.93

L'ENTREPRISE multinationale; par R. Vernon, L. Karpik, G. Adam, e.a. 150 p. A5 (Revue économique, Paris, no. 4, juillet, 1972, p. 545. Grafn. Lit. opgn. Tabn.).

R. Vernon. Influence of national origins on the strategy of multinational enterprise. L. Karpik. Multinationals et grandes entreprises technologiques. G. Adam. Les firmes multinationales dans les années 70. G.Y. Bertin. Les causes de la croissance des entreprises à l'étranger. C.A. Michalet. La multinationalisation des entreprises françaises. A. P. Weber. Entreprise multinationale et pratiques restrictives. (Summaries in English). T 1828

658.112.3 65.012.3

MARTINO, E. DE., and B.A. Searle. Operating on a global basis . . . . today and tomorrow. 11 p. A4 (Columbia journal of world business, New York, no. 5, September/October, 1972, p. 51. Afn.).

A recent survey of the organization designs of 47 large North American and European multinational firms has shown that designs vary radically among similar companies. Most, however, fall into one of three categories: (1) the worldwide product line model, (2) the geographic model and (3) the functional model. Few new organization design ideas were found in the participating firms, possibly because of the limited use of specialists in actual major design decisions which are often taken in response to immediate, pressing problems rather than to the over-all needs of the company. A new "predictive" technique for diagnosing organizational problems before they occur may improve this situation. T 1829

658.112.3 : 332.453.4 JOINT VENTURES

658.112.3 : 332.453.4 338.92 35.078.5

CARTER, W.G. National support of multinational ventures, 7 p. A4 (Columbia journal of world business, New York, no. 5, September/October, 1972, p. 6).

Today there is almost universal acceptance of government-sponsored export financing institutions, but there has been a comparative lack of institutional backing for foreign direct investment ventures. This situation reflects the mercantilist view that exports are "good" and direct investments outside

the home territory are "bad" or, at best, a mixed blessing. Now there is a new trend in the capital-exporting countries towards the establishment of national agencies offering political risk insurance and financial support to multinationally-owned private investment projects in the less-developed countries. Important consequences of the opportunities thus opened. T 1830

658.152 INVESTMENT. CAPITAL ARRANGEMENT

658.152 65.012.122

BIETHAHN, J., and H.P. Liebmann. Die numerische Behandlung eines gemischt-ganzzahligen Investitionsproblems mit exakten und heuristischen Methoden. 20 p. A5 (Zeitschrift für Betriebswirtschaft, Wiesbaden, no. 6, Juni, 1972, p. 401. Afb. Lit. opg. Tabn.).

Die Entwicklung von Entscheidungsverfahren ist das zentrale Problem der Unternehmensforschung. Häufig führt die Anwendung der von ihr entwickelten Algorithmen auf konkrete Entscheidungsaufgaben nicht oder nur mit hohem Rechenaufwand zur Lösung. Mit heuristischen Entscheidungsmethoden können in diesen Fällen oft Lösungen gefunden werden. Heuristische Verfahren haben aber keine Lösungsgarantie. Das unterscheidet sie von Algorithmen in dem hier verstandenen Sinn. In dieser Untersuchung werden Erfahrungen beschrieben, die aus einer vergleichenden algorithmischen und heuristischen Behandlung eines speziellen, numerischen Investitionsproblems gewonnen wurden. T 1831

658.152 65.012.2

BIERMAN, H., and W.H. Hausman. The resolution of investment uncertainty through time. 9 p. A5 (Management science, Baltimore, no. 12, August, 1972, p. B-654. Afbn. Grafn. Lit. opg.).

Investments in operating assets with identical expected discounted return and identical risk characteristics (i.e., variances and higher moments) when measured at the outset may have significantly different patterns of uncertainty resolution over their lives. The concept of uncertainty resolution, although ambiguous, is a potentially important characteristic of an investment alternative. This paper explores the usefulness and limitations of the concept of uncertainty resolution in the evaluation of both single risky investments and in portfolios of risky investments. In cases where future investment opportunities are completely



known the concept does not seem useful. However, in a more realistic setting where future investment alternatives are ill defined at present, the concept may prove useful. T 1832

#### 658.152.012.7 : 658.155 DISCOUNTED CASH FLOW

658.152.012.7 : 658.155  
GRUNEWALD, A.E., and T.G. Sullivan. Return on investment multipliers. 12 p. A5 (Management international review, Wiesbaden, no. 2/3, 1972, p. 57. Afhn. Lit. opg. Tab.).

The DuPont-pioneered return on investment model (R.O.I.) developed to provide the necessary control for the firm's operations is well known today. The purpose of this article is to show how an extension of the traditional R.O.I. method may be utilized to determine the impact or multiplier effect on overall R.O.I. for any given percentage change in one of the component elements of R.O.I. Computation of the multiplier. Using the multiplier formulas. (Resume en francais; deutsche Zusammenfassung.) T 1833

658.152.012.7 : 658.155  
ULM, K. Return on investment and net present value: conditions for identical decision indication. 9 p. A5 (Management international review, Wiesbaden, no. 2/3, 1972, p. 69. Lit. opg. Tab.).

The purpose of this article is to show how return on investment and net present value, the two most wide-spread discounted cash flow methods, may be applied to give identical answers to investment decision questions. Accept or reject decisions concerning independent investments. The choice between mutually exclusive investments. Choice between two mutually exclusive investments. Choice between more than two mutually exclusive investments. (Resume en francais; deutsche Zusammenfassung.) T 1834

658.152.012.7 : 658.155  
WESTON, J.F. R.O.I. planning and control. 8 p. A4 (Business horizons, Bloomington, no. 4, August, 1972, p. 35. Lit. opg.).

Defects in the application of the return on investment (R.O.I.) method of planning and control have been disclosed by its originator, du Pont, and by a study of firms that adopted the method relatively late. None of the errors, the author observes, is

inherent in the R.O.I. method; the central error is the confusion of goals and processes. Targets and standards should be viewed as instruments for engendering healthy adaptive learning processes in organizations. The R.O.I. system can provide information on every element of the balance sheet, income statement, and other comprehensive performance statements, serving as a vehicle for dynamic communication, feedback, and adjustment. T 1835

#### 658.3-052.22 MANAGEMENT DEVELOPMENT

658.3-052.22  
CURCURU, E.H., and J.H. Healey. The multiple roles of the manager. 10 p. A4 (Business horizons, Bloomington, no. 4, August, 1972, p. 15. Afhn.).

A manager plays many roles, all of which he should perform well to be successful. The authors treat each role separately: specialist, supervisor, leader, team member, boss's helper, representative, organization politician, corporate citizen, and head of a family. The demands of each of these roles are delineated, as well as how an individual can adapt his personality to them. The authors emphasize the importance to a manager of continued assessment of his responsibilities, so that he uses his time and energies in the most efficient manner. T 1836

658.32 WAGES  
See also: T 1798

658.32 312 658.3-052.2  
REDLING, E.T. The determinants of management compensation. 8 p. A4 (Personnel journal, Swarthmore, no. 8, August, 1972, p. 557. Lit. opg. Tabn.).

This article looks toward answers to questions concerning compensation for selected managerial and non-managerial positions - specifically what criteria should be used to determine how much a particular job is worth, from the standpoint of both the job and the occupant. This study quantifies relationships between compensation and demographic variables. Results of the study indicate that the reasons for differences in total compensation between apparently similar jobs are more subtle than had been thought. The continued practice of relying on single indicators will result in a limited and unrealistic approach to compensation administration. T 1837

## 658.36 GRADE OF INDUSTRY

658.36 658.3.011.1

HACKSTEIN, R., K.H. Nüssgens und P.H. Uphus. Personaleinsatz im System Personalwesen. 21 p. A4 (Fortschrittliche Betriebsführung, Darmstadt, no. 3, September, 1972, p. 141. Abfn. Lit. opg.).

Personaleinsatz als Teilsystem des Personalwesens. Inhaltserfassung der Funktion; Arten des einzusetzenden Personals; Tätigkeitskategorien, für die der Personaleinsatz erfolgt; Tätigkeitsbereiche, in denen der Personaleinsatz erfolgt; Zeiträume für den Personaleinsatz. Erfassung der verfügbaren personellen Kapazität. Zuordnung verfügbarer personeller Kapazität zu den Arbeitsplätzen. Einflussgrößen, die Zeitpunkt oder Zeitraum des Personaleinsatzes bestimmen. Vor- und Nachteile eines zentralen oder dezentralen Personaleinsatzes. Personaleinsatz als Führungseinheit. T 1838

## 658.386.012 TRAINING ON THE JOB

658.386.012 65.011.4

GREEN, T.B. A neoteric training system evaluate addendum. 4 p. A4 (Personnel journal, Swarthmore, no. 8, August, 1972, p. 592. Lit. opg.).

The proliferation of new systems, products and devices for training demands that those engaged in training activities give increased attention to the evaluation of such resources. Former evaluative procedures have tended to focus on criteria relating to the technical features of the hardware, the content of the equipment-gear presentation and the total cost. This article contains a recommendation for the addendum of a new category of criteria, a learning-oriented criteria classification for evaluating training systems. T 1839

## 658.512.6 MACHINE LOADING. MACHINE INTERFERENCE

658.512.6 65.012.122

BALINSKY, W., and A. Reisman. Some manpower planning models based on levels of educational attainment. 15 p. A5 (Management science, Baltimore, no. 12, August, 1972, p. B-691. Abfn. Lit. opg. Tab.).

In this study, a number of manpower planning models are devel-

oped and optimized. The models are dynamic feed forward models and treat people as the only flow variable. The flow originates by considering a particular population of eligible persons and then traces them through the educational and economic sectors of the model. The flow is driven by selecting the optimal number of entrants into the educational (training) program each period. The objective function is composed of educational and manpower "inventory" cost. The manpower costs are for having an undersupply or oversupply of trained manpower and can be related to unemployment, educational or other societal costs. T 1840

## 658.562 QUALITY CONTROL

658.562 65.012.122

CARTER, P.L. A Bayesian approach to quality control. 17 p. A5 (Management science, Baltimore, no. 11, July, 1972, p. 647. Lit. opg.).

The problem of establishing quality control procedures to minimize long-run expected costs has been approached by several researchers using Bayesian decision theory. However, the models used by these researchers have been incomplete. This paper extends the Bayesian approach to include consideration of the sample size and the sampling interval in the design of the overall control procedure. The first model, in addition to allowing the choice of overhauling the process or continuing to run without overhaul, includes the choice of the optimal sample size. The second model includes these same choices plus the choice of the optimal interval of time between samples. T 1841

## 658.624 NEW PRODUCTS

658.624 658.8.012.1 659.113.252

FRANK, R.E. Predicting new product segments. 5 p. A4 (Journal of advertising research, New York, no. 3, June, 1972, p. 9. Lit. opg. Tab.).

In spite of sophisticated concept research, there is still a noteworthy lack of evidence that we can predict the nature and number of the market segments that confront a new product in advance of its being introduced. This paper describes both an a priori research design and a case history which provide (1) a diagnostic tool for aligning a new product's marketing activities with the characteristics of specific market segments,

and (2) a way around the problem of which came first - purchase of the product or attitude. T 1842

#### 658,787 INVENTORIES, STORING, STOCK CONTROL

658,787 65,012,122  
PIERSKALLA, W.P., and C.D. Roach, Optimal issuing policies for perishable inventory. 12 p. A5 (Management science, Baltimore, no. 11, July, 1972, p. 603. Lit. opg. Tabn.).

Optimal issuing policies for some particular classes of perishable inventory problems are derived under several possible objective functions. The inventory considered is one in which stock is grouped into categories according to shelf age. Demand occurs for each of the categories, and may be satisfied by inventory units from that category or from any "younger" category. It is shown for most of the objective functions considered that the optimal policy is to issue the oldest unit which will satisfy the demand. A prime example of the classes of inventory problems considered in this paper is the issuance of whole blood from a hospital or central blood bank. T 1843

#### 658,8 MARKETING See also: T 1751

658,8 65,01  
RISSE, W. Der Begriff des Marketing und seine Stellung im System der Betriebswirtschaftslehre. 24 p. A5 (Zeitschrift für Betriebswirtschaft, Wiesbaden, no. 5, Mai, 1972, p. 337. Abfn. Lit. opg.).

Der Begriff des Marketing und seine Stellung im System der Betriebswirtschaftslehre sind umstritten. Deshalb werden in diesem Aufsatz die Gliederung der Disziplin und die Marketinginterpretationen dargestellt. Kurze Darstellung des Systems der Betriebswirtschaftslehre. Analyse des Marketingbegriffes. Der anglo-amerikanische Marketingbegriff. Der globale Marketingbegriff. Der kontinentale Marketingbegriff. Die Behandlung der marktlichen Probleme in der Betriebswirtschaftslehre. Einzelwirtschaftliche Teiltheorie und Führungskonzept. Die Absatzvorbereitung als Teilbereich des Absatzes. T 1844

#### 658,86/.87 DISTRIBUTION CHANNELS

(493) 658,86/.87 65,012,23  
ESCH, E. La prospective des structures de la distribution en Belgique. 13 p. A5 (Reflets et perspectives de la vie économique, Bruxelles, no. 4, 1972, p. 287. Tabn.).

Analyse de l'évolution récente des marchés consommateurs et des structures commerciales belges. Les consommateurs des années 1980: tendances démographiques; évolution du mode de vie. Les ventes de produits alimentaires, de produits non-alimentaires, de services. Répartition géographique des établissements commerciaux. Créateurs et animateurs des diverses formes nouvelles de commerce en 1990. Prévisions de ventes globales pour les divers types de magasins. T 1845

#### 659 PROPAGANDA, ADVERTISING, INFORMATION. ADVICE

##### 659,1 ADVERTISING

659,1  
INGLIS, F. The imagery of power; a critique of advertising. London, Heinemann, 1972, 139 p. A5. Bibliogr. Geill. Grafn. Tabn. 11/72 Nijh. Fl. 28,22. I.S.B.N.-0-435-18470-9.

Author's main purpose is to attack the increasingly oligopolistic commercial materialism which advertising has helped to establish as the dominant characteristic of Western society. He examines a series of actual advertisements of different periods and shows how in recent years the often superb technical skills lavished upon them have sadly been used to exploit the consumer through the presentation of a blurred fantasy world or dubious prestige symbols. T 1846

#### 664 PREPARATION AND PRESERVATION SOLID FOOD- STUFFS

##### 664,1 SUGAR

(41-44) (729) 664,1 337,9(4)  
RICHARDSON, B.C. The agricultural dilemma of the post-planation Caribbean. 12 p. A5 (Inter-American economic affairs, Washington, no. 1, Summer, 1972, p. 59. Lit. opg.).

Caribbean sugar and Great Britain's entry in the E.E.C. The



access to the British market after 1974. Need for agricultural diversification. Competition from European sugar but farmers in future. To reduce the dependence on the traditional exports. Plantation's persistence. Successful Surinam rice project - Wageningen. Soil erosion. Scarcity of farm labor. New sugar cane price agreement in Trinidad. Land reform in Jamaica. Entry on American market after 1974. T 1847

## 669 METALLURGY, METALS

### 669.1 IRON AND STEEL INDUSTRY

(52) 669.1 338 : 62 382  
IPPEI YAMAZAWA, Industry growth and foreign trade; a study of Japan's steel industry. 19 p. A4 (Hitotsubashi journal of economics, Tokyo, no. 2, February, 1972, p. 41. Graf. Lit. opg. Tabn.).

The pattern of industry growth. The aim of this article is to give an answer to the following questions, with special reference to iron and steel industry, the leading sector of Japan's heavy manufactures: Why has this growth pattern started earlier in one industry than in the other. Why has a third industry failed to follow the pattern on growth. Under what conditions is the growth of an industry preceded by imports and followed by exports and what factors determine the speed of import substitution and export promotion. Historical review of the growth process. Hypothesis to explain the mechanism of industry growth and trade, formulated in a model form. Based on this theoretical formulation an econometric analysis is further attempted. T 1848

## 7 THE ARTS. ARCHITECTURE, ENTERTAINMENT, a.s.o.

### 728 HOUSING, RESIDENTIAL BUILDINGS

(44) 728.1 304 333.32  
SCIENCES humaines, Les, devant la ville et le logement (France). 28 p. A5 (Consommation, Paris, no. 2, avril/juin, 1972, p. 3. Bibliogr.).

L'article décrit l'état des travaux et études de sciences sociales concernant le logement et la construction en France, et indique des directions de progrès de la recherche. La demande

de logement et son usage. Confrontation des normes des besoins et de la demande dans la planification et le marché. Le ménage comme décideur. Les problèmes de la production. L'état des connaissances. Directions de recherche. L'habitat dans la dynamique économique et sociale. Problèmes de l'organisation des recherches. Distinction de différentes espèces de recherche, organisation de communications entre décideurs et chercheurs. Association concrète des recherches en technologie et en sciences humaines. T 1849



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